



CHEMONICS INTERNATIONAL INC.

***Final Report on the Workshop on Market Access in the FTAA
Cochabamba, Bolivia
May 2-9, 2004***

BOLIVIA TRADE AND BUSINESS COMPETITIVENESS: BTBC

**USAID/Bolivia
Economic Opportunities Strategic Objective Team (EO SOT)
Denise Fernández, CTO**

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Summit of the Americas Center

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Latin American and Caribbean Center  
Florida International University  
Miami, Florida

### Report to Chemonics International and USAID/Bolivia

### Workshop on Market Access in the FTAA Cochabamba, Bolivia

*Hotel Casa Campestre  
Cochabamba  
May 2-9, 2004*

#### *I. Executive Summary*

Florida International University (FIU) was contracted via its Summit of the Americas Center (SOAC) to provide a Workshop on Market Access in the Free Trade Area of the Americas negotiations under USAID's Bolivia Trade and Business Competitiveness (BTBC) program by Chemonics International, Inc., the program manager. FIU designed the training experience in response to the needs expressed by the Bolivian Foreign Relations Ministry and Chemonics program managers and was successfully presented to 33 Bolivians on the dates mentioned above. 22 were from the public sector and 11 from the private sector. The course was inaugurated at the Hotel Casa Campestre on Sunday evening May 2, with opening remarks by Carl A. Cira, director of FIU's Summit of the Americas Center and Walter Nuñez, Chemonics BTBC Trade and Investment Area Manager.

The course provided 60 hours of instruction and negotiation practice over a seven-day period. It consisted of 20 class hours of preliminary briefings and instruction and 40 hours of simulated negotiations based on the current bracketed text of the FTAA draft Chapter on Market Access. The participants were provided with background and preparatory readings prior to the opening of the workshop. The negotiation problem case was based on the actual current bracketed text - specially modified for exercise purposes - of the Negotiating Group on Market Access (NGMA), which the participants also received at the outset of the Workshop and were requested to review and study during the first two preparatory days of the Workshop.

**The Workshop developed well, despite the challenging nature and complexity of the subject matter of market access. In the negotiation phase, participants began to internalize the exercise, understand their roles and a real negotiating atmosphere was rapidly achieved. The bulk of the participants responded seriously and professionally to course methodology and content throughout the week.**

**USAID CTO Denise Fernandez and Chemonics COP Jules Lampell attended several workshop sessions and were briefed and discussed the workshop purposes, methodology and context with Carl Cira, Rodolfo Rua and other FIU/INTEGRAL instructors. Walter Nuñez was present and participated throughout the Workshop and served as a resource and facilitator as well. Mr. Nuñez expressed satisfaction with the outcomes at the closing of the Workshop on Sunday May 9<sup>th</sup> and voiced appreciation for the work of the FIU/INTEGRAL instructors on behalf of USAID and Chemonics. The final course schedule is Annex A to this report. Annex B contains the names of the Bolivian participants.**

***Florida International University is pleased to have helped advance the development of Bolivian trade negotiation and management capacity through this workshop.***

## ***II. Background***

The Republic of Bolivia in recent years has joined the general economic liberalization trend in Latin America and the Caribbean, if somewhat tentatively and sporadically. Bolivia is benefited by the Andean Trade Preference Act, a unilateral concession of tariff preferences by the U.S., and is a member of the Andean Community of Nations and Associate Member of the Mercosur bloc. It is also a member of the World Trade Organization. Last October, the country was on the verge of concluding negotiations on an important bilateral free trade agreement with Chile when political difficulties and the forced resignation of former President Gonzalo Sanchez de Lozada caused the interruption of the process.

In November 2003 the U.S. announced its intention to negotiate a bilateral trade agreement with the countries of the Andean Community, including Bolivia. Despite the fact that Bolivia had pressed for a bilateral FTA with the U.S. under its last three presidents, the announcement seemed to come as a surprise to the Bolivian officials at the Miami Western Hemisphere Trade Ministerial, where FIU/SOAC was directing the Americas Business Forum.

Thereafter, the USAID/Bolivia BTBC program was tasked with supporting Bolivian efforts to prepare for the eventual negotiations with the U.S. In March 2004, BTBC contractor Chemonics signed a subcontract with FIU to provide trade negotiation training and orientation to the Bolivian government and private sector. The subcontract was signed with FIU's Summit of the Americas Center, which has several years of experience in this specialized field, having trained over 120 negotiators from 16 countries. As is still the case in many countries, Bolivian public sector positions lack effective civil service protection and there is high turnover among official negotiators.

Although political support for an FTA with the United States is not strong at present, many Bolivian policy makers see the opportunity offered by the US as of critical importance, and the Bolivian government is participating as an observer in the initial discussions now underway between the US and Colombia, Ecuador and Peru.

The great majority of the personnel now representing or backstopping the Bolivian government (GOB) in international trade negotiations have held their present positions for under eighteen months. Many still lack the background and the training to confidently and adequately define negotiating positions and strategies, or to take the lead for their country in an actual negotiation setting. On a positive note, the current Bolivian administration has recognized the pressing need for training and technical help to improve its ability to negotiate effectively in the contexts of the FTAA, Mercosur, and particularly the upcoming U.S.-Bolivia FTA. Moreover, in an important recent policy shift, the U.S. government in the past two years has begun to project a public posture of active interest in and support for the need for trade capacity building among the smaller economies and the developing countries in general.

The workshop was conducted in an atmosphere of cooperativeness that combined seriousness of purpose with a good level of friendly interchange among FIU instructors and Bolivian participants throughout. Again, as in the prior Bolivia trade course from March 30 – April 7, FIU staff greatly appreciated the constant support of Chemonics project manager Walter Nuñez. Most FIU instructor sessions throughout were accompanied by PowerPoint presentations. At the end of the course, all of these were provided to the participants on a CD.

### ***III. The FIU Team for the Bolivia Market Access Workshop***

FIU arranged, directly or via a subcontract, for the participation of the following instructors:

- **Carl A. Cira, J.D.**, Director, SOAC, 1999- present. Attorney, former Deputy Chief, Foreign Commerce Section, Antitrust Division, U.S. Department of Justice; Former Mission Director, USAID/Colombia, 1997-1999. International trade policy analyst. Course Director and instructor;
- **Dr. Rodolfo Rua Boiero**, President, Center for Studies on Economic Integration and International Trade (INTEGRAL), Buenos Aires and Miami, economist and trade policy advisor to Argentine, Brazilian, Uruguayan and Paraguayan public and private sectors, veteran negotiator of various bilateral and Mercosur trade and tariff agreements; representative of Argentine Chamber of Commerce to Business Network for Hemispheric Integration (BNHI); Academic Director and instructor;
- **Dra. Lilana Otero**, INTEGRAL, biochemist, pharmaceutical regulatory expert and Mercosur negotiator; pharmaceutical industry consultant and negotiation training specialist;

- **Ing. Carlos Restaino**, INTEGRAL, former executive with Gillette, Inc., management consultant and trade negotiation advisor, negotiator of various Mercosur trade agreements;
- **Elisa N. Gallo, M.A., Ph.D. candidate (Economics)**; Instructor FIU Dept. of Economics and SOAC Program Coordinator.
- **Ing. Jorge Bardier**, INTEGRAL, President of the Uruguayan International Trade Association, manufacturer and exporter, expert on rules of origin, experienced trade negotiator;
- **Dra. Elena Di Vico**, INTEGRAL, President of the National Commission of Foreign Trade of the Argentine Republic. Public Accountant and Master in Economic Sciences, expert in antidumping remedies, countervailing duties and safeguards and Representative before WTO Technical Committees, for which she was Coordinator, 1996 to 1999. Consultant for IADB and World Bank.

#### ***IV. The Participant Group***

The group of 33 persons from both public and private sectors were involved in or connected with the negotiation of international trade agreements, and with a few exceptions, were the same persons who had attended the prior FIU Bolivia Trade Negotiation Course in March –April. (See Annex B for names and affiliations). There were 22 public and 11 private sector representatives. Individuals from La Paz, Cochabamba and Santa Cruz and representatives of industrial, agricultural and exporting groups were included.

The group was well-prepared and ready to work. The purpose and methodology of this course are eminently practical, rather than theoretical or academic. Having had a very favorable reaction to their prior FIU training experience, the group's attitude was very positive, and they were serious and active participants in both the preparatory phase and in the simulated negotiations.

The rigorous daily schedule was kept to by all in the first three days of orientation. Thereafter, the eight-hour schedule was exceeded every day in the phase of the simulated negotiation, as the teams routinely worked overtime together to define, refine and discuss their negotiating positions and to prepare documentation and positions for the next day's negotiation. Virtually all individuals in all groups assumed their assigned roles fully, staying "in character" with their assigned identities during non-negotiating hours as well. During the last three days of the course, the participants averaged ten hours of work and the FIU instructors generally accompanied the groups and spent additional time in analysis and preparation for the next day's sessions. After the final sessions on Sunday the 9<sup>th</sup> they conducted a critique, evaluation and wrap-up.

#### ***V. Dynamics of the Group – Preparation for the Simulated Negotiation Sessions (SNS) – a Session of the FTAA Negotiating Group on Market Access***

As with the previous trade course, to prepare for the SNS the FIU instructors collected personal information and impressions of each participant to analyze their prior

education, experience, and apparent expertise and observe their interaction with the group. FIU instructors are now very familiar with most of the participants. This background information, plus observation of individual comportment during the preparatory briefings, both in the sessions and during the breaks, allowed us to designate individuals as country representatives and members of regional blocs.

As in the first FIU training event, several active Bolivian official negotiators were among the participants. The mix of active and experienced lead negotiators with less experienced officials, of supervisors with lower level personnel, and of other technically under-prepared persons with others, perhaps better educated or more experienced, made the situation potentially sensitive from several different standpoints.

Again on the first day, the FIU team asked all to fill out a short background sheet. We asked permission to take a digital photo of each person to be able to match him or her with the correct background sheet in our deliberations on which role assignments would suit each one.

During the first two course days the instructors observed and studied the participants' behaviors and participation. During the question and comment periods the FIU team sought to identify apparent personality characteristics, evident degrees of prior negotiating experience, self-confidence, professional knowledge, evident leadership traits, and the like. Generally, those who had been the most active participants in the first FIU Bolivian course in March-April 2004 were better situated to assume key roles in this exercise, and were generally eager to get to the real work of the negotiation.

## ***VI. Development of the Course – Highlights of the eight days***

### ***A. Saturday, May 1 – Final preparations and logistics check***

FIU instructor group members Rodolfo Rua Boiero, Liliana Otero, Carlos Restaino and Jorge Bardier arrived at the Hotel Santo Domingo. Chemonics course director Walter Nuñez and staffer Jimena Jauregui arrived. Meeting room setups were reviewed and adjusted with hotel staff, the projection equipment was set up and tested, and miscellaneous details dealt with to assure smooth start-up of the course the next day.

### ***B. Sunday, May 2 – Opening and Introduction***

FIU/SOAC Director Carl Cira and SOAC Coordinator Elisa Gallo arrived. The formal opening of the course began at 6:00 p.m. and ran until 8:30 p.m. Walter Nuñez and Carl Cira gave brief opening remarks and Rodolfo Rua Boiero, FIU/SOAC Senior Research Associate, INTEGRAL Director and Workshop Academic Coordinator, then gave a presentation and description of the content and philosophy of the workshop. He explained the methodology to be used in imparting the needed background and fundamentals and for conducting and managing the simulated negotiation exercises.

**[ Distribution of Guidance for Negotiating Problem Case.]** Participants were provided copies of a 120 page manual of background readings, specific updates on negotiation areas, and annexes for use during the Workshop, including a copy of a simulated FTAA

Negotiating Group on Market Access (NGMA) “bracketed text” of the latest Draft Chapter on Market Access, specially prepared by FIU-Integral to comply with the course objectives. Participants also received several additional pages of guidelines explaining and describing the NGMA negotiation that would begin Wednesday, May 5 and a copy of the specific instructions for the FTAA negotiations on Market Access issued by the FTAA Trade Negotiation Committee (TNC).

***C. Monday, May 3 – the International and Regional Context:  
Interaction of Multilateral and Regional Integration Processes. The  
“Bilateralization” of the FTAA***

The first full day’s content was to inform and update the group in some detail on current negotiations in the WTO, FTAA and regional and bilateral contexts, as well as some of the key political and economic factors impacting the FTAA and other regional negotiations, and the trade relations of Bolivia. As important as the presentation of the information, the presenters strove to provoke reaction, comment and discussion to facilitate our parallel task of profiling each participant so as to be able to form the nine negotiating groups by the end of the second full instruction day. Subjects covered were the WTO Doha Round, the failed Cancun Ministerial, the relationships between the Doha agenda, the FTAA and regional integration progress and prospects, the history of US trade policy in Latin America over the past 20 years and the US-Chile, and US-Central America FTAs. The workshop agenda is attached as Annex A.

The afternoon sessions on Bolivia’s relative position in the hemispheric trade picture provoked strong interest and discussion, as the participants became more aware of the stakes for Bolivia in the FTAA and in the US –Andean bilateral FTA, and the degree of dependency on the US unilateral preferences, particularly in textiles and clothing. The day ended with a review of the latest bracketed draft text of the FTAA released after the November 2003 Miami Ministerial.

***D. Tuesday, May 4 – Explication and Analysis of the Draft FTAA  
Chapter on Market Access***

The second full day of instruction began with a detailed review and highlighting of selected issues from the bracketed text of the draft FTAA Chapter on Market Access and continued with a breakdown of tariff reduction processes – both highly technical areas. A session on safeguards and their application and effects presented by the director of the Argentine government dumping and subsidies adjudication agency evoked lively exchanges. Ample discussion and responses to questions and participant comments characterized these sessions. Appropriate practical examples were provided of the importance of the particular negotiation phase and the opportunities for advantage or potential loss of ground. The instructors also illustrated their points with anecdotal and experiential examples from actual past negotiations. During discussion and question periods throughout this second instructional day several participants offered their own experiences for comment and analysis.

The remaining afternoon sessions were devoted to further explanation of tariff reduction modalities and alternatives, non-tariff barriers, rules of origin, and customs

procedures and business facilitation measures – all with reference to the treatment of each of these crucial market access elements in the draft FTAA Chapter.

The final session covered the interaction of the Market Access agenda with other negotiating groups and their relation to the overall issues of the global FTAA agenda.

***E. Wednesday, May 5 – Explanation of the SNS Exercise and Initiation of the Simulated Negotiation – Drafting a New Version of the Chapter on Market Access***

The third day was dedicated to a detailed and systematic presentation and explanation of the SNS case problem, and to the guidance of the participants in the initial phases. The participants were assigned their roles as representatives of countries which were to negotiate individually or in regional trading blocs (thus, participants were assigned to 23 different countries, with the number of participants for each country in accordance with the actual attendance at meetings of the NGMA). We did not assign representation to Bolivia in this exercise so that all participants would have to internalize the main details of the economy and trade issues of another assigned country and adapt themselves to its representation based on the rapid study of its evident interests.

The previously distributed Workshop Manual contained a section detailing the real characteristics of the economies and primary products and exports of each country. The Chair and Vice Chair roles for the NGMA negotiation table and five other key roles were given to persons who had been outstanding participants in the March-April 2004 FIU Bolivian Intensive Trade Course. With the role assignments, every participant received basic indications regarding the negotiating position of the country they represented which they had to absorb during the study session.

From ten a.m. onward, the instructors were available for consultation throughout the day. As noted the day was devoted to the study and discussion of the materials, the informal beginnings of negotiation and formation of subgroups with possible negotiating affinities, and the preparation of individual country negotiating positions, which each participant had to reduce to writing and hand in to the FIU instructors at the end of the day. The pre-negotiation processes began and proceeded hesitantly and with a good deal of questioning and initial confusion. As the day went on, the process gradually took form and all participants had drafted their positions by the close of the day's sessions. See the course schedule, Annex A, for the order of the day.

***F. Thursday, May 6 - First Day of Negotiations***

The participants settled into their assigned roles and began to deal with the order of the day, developing country positions and group and subgroup technical positions and negotiation goals. As happens in the real NGMA, the US, Canada and Mexico, as well as the Dominican Republic, Panama and Chile negotiated individually, while the other represented countries did so as the regional blocs of Mercosur, CARICOM, and the Andean Community. The Central American countries, including Costa Rica, that could have negotiated as a bloc, decided to negotiate individually in order to have more opportunities to intervene in the debate). FIU instructors were at hand throughout the

session to provide individual and group coaching and to clarify information and issues arising from the interplay of the emerging negotiation positions. The discussions continued to go slowly but during the morning the participants got increasingly into their roles and began to manage and understand the process. The assertiveness of the Chair was an important element and the selection of one of the participants from the March course proved important in the eventual improvement in focus and momentum. As the relations and alliances among the country representatives and blocs developed and as the presiding officer began to assert a stronger guiding hand, participants progressively took their roles and the concentration necessary more seriously and lively discussions and quick caucuses outside the negotiation room began to occur.

Drafting of proposed wording for sections of relevant possible declarations began to happen and small clusters of participants huddled over several laptop computers to collaboratively produce the drafts, shuttling back and forth between negotiation room and working room, just as in an actual negotiation. Toward the end of the day, FIU instructors reminded the group that they were to produce the agenda for the next day's sessions and that this effort was just as much a part of the overall negotiation as any other element to be reduced to writing. The session was adjourned when an agreed agenda had been negotiated. The daily feedback session extended to 8:30 p.m.

#### ***G. Friday, May 7 & Saturday, May 8 – Second and Third Days of Negotiations – Production of New Draft***

The sessions began at 9:00 a.m. Participants continued to work on the final negotiation and production of the new draft throughout the day, delaying the conclusion and evaluation until after 8:00 p.m.

Discussions focused on the agenda issues, related to Rules of Origin, Methods and Modalities, Small Economies Special and Differential Treatment and Safeguard Clauses. Canadian and US development cooperation and technical assistance conditions were soon advanced as trade-offs for the enforcement of specific origin and safeguards requirements within the FTAA. The negotiation required numerous informal meetings between country delegations, seeking a balanced text that could be acceptable for all parties according to their initial negotiating positions. Participants playing the role of President and Vice-president of the meeting worked actively looking for consensus proposals and trying to reconcile opposing views on each of the topics discussed.

FIU instructors provided answers and orientation to several questions posed by the ongoing situation. Individual meetings with each delegation were also held in order to clarify technical issues and their meaning in the negotiation. Of special relevance was the matrix of positions that the Chair and Vice chair prepared in order to clarify them to the table, thus fostering consensus. Also remarkable was the level of the debate around the negotiating table on Saturday afternoon, when, as the final draft was to be finalized, all participants made their best efforts to arrive at agreement, and interventions on positions were in all cases duly sustained and adequately defended. An amusing and interesting position was taken by the representative of Panama throughout the exercise. Knowing his power of negotiation was weak, he dedicated his efforts to seek acceptance of his country as the future FTAA Secretariat location.

Finally, the exercise stood adjourned, with only one bracket remaining in the final text, due to the Mercosur position. This bracket could not be solved within the exercise, just as it cannot yet be solved in the real on-going negotiations. The FIU instructors offered a debriefing on the main aspects of the negotiation.

#### ***H. Sunday, May 9, Instructors Evaluation of the Workshop - Discussion and Conferral of Certificates***

During the last session, each participant was invited to give an overview of the negotiating position of his delegation, as well as his evaluation of the objectives reached within the final agreed new draft. They also presented their impressions on the exercise and questions and answers were exchanged with FIU instructors. All present agreed that it had been an extraordinary and useful experience, and that the Workshop had exceeded the expectations of participants and instructors alike. The similarity between the exercise and the scenario of a real FTAA Market Access negotiation was particularly stressed, as well as the benefits for public and private sector representatives of experiencing the intensity and technical complexity of modern trade negotiation agendas. Several persons noted the importance of playing roles different from their own reality. They said this had allowed them to understand the other parties' strengths and weakness, especially for those who played the roles of the most powerful countries. They especially emphasized that the need to reach consensus was a powerful motivator at the negotiating table and noted that this condition obliged all to develop a dynamic understanding of eventual potential benefits and losses as a result of the negotiation to reach consensus. Also, those whose country assignment obliged them to negotiate alone emphasized how they had to improve their creativity to obtain alliances that could help them defend their interests. The open debriefing, evaluation and discussion continued for about an hour and a half.

One private sector participant, speaking on behalf their colleagues, expressed their satisfaction with the workshop results and congratulated USAID-Chemonics for the initiative, as well as for the technical capabilities of the instruction team. Chemonics closed the debriefing by emphasizing the importance of this training and the lessons to be learned from it, especially as related to the real possibility of negotiating effectively in defense of the small economies and least developed countries.

**Certificates of Successful Completion of both the 70 hour FIU Intensive International Trade Negotiating Skills Course and the 60 hour FIU Market Access Workshop were provided to all those participants who had fulfilled the attendance requirements for both of these training events.**

**End of Report - Please send any comments to Carl A. Cira, [cirac@fiu.edu](mailto:cirac@fiu.edu)**

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**Annex A: Final Workshop Program**

**Annex B: Final List of Participants – see below:**

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## **Annex A - Final Workshop Program**

**USAID/Bolivia – Chemonics International**

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Bolivia Competitiva en Comercio y Negocios (BCCN)

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**FLORIDA INTERNATIONAL UNIVERSITY**

**Summit of the Americas Center**

**Latin American and Caribbean Center**

**PRESENTA**

**Taller sobre**

**Negociaciones de Comercio Internacional:**

**Acceso a Mercados en el Área de Libre Comercio de las Américas (ALCA)**

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Con la Colaboración del

Centro de Estudios de Integración Económica y Comercio Internacional

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**MAYO 2 – 9, 2004**

**Hotel Casa Campestre**

**Cochabamba, Bolivia**

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Objetivos:

- a. Brindar a los participantes información actualizada sobre el estado de situación de las negociaciones de integración hemisférica - Área de Libre Comercio de las Américas (ALCA) - con un análisis especialmente enfocado hacia los temas de la agenda del Grupo de Negociación de Acceso a Mercados (GNAM).
- b. Presentar un análisis del posicionamiento de Bolivia en sus principales frentes de negociación externa y, especialmente, en el ALCA.
- c. Desarrollar un ejercicio de juego de roles, con el propósito de formar a los asistentes en la práctica concreta de la negociación de los temas de la agenda del GNAM desde la perspectiva de Bolivia.
- d. Suministrar a los participantes las herramientas de análisis necesarias para el diseño e implementación de una estrategia de negociación.

Metodología y Desarrollo Pedagógico:

La metodología del *workshop* comprende tres partes:

a. Descripción y análisis de la negociación del Capítulo de Acceso a Mercados en el Área de Libre Comercio de las Américas (ALCA)

El Grupo de Negociación de Acceso a Mercados (GNAM) ha avanzado - al igual que el resto de los grupos - en el tercer borrador de texto del Capítulo.

Por consiguiente, se presentarán los elementos centrales de la Declaración de Miami - nuevo formato de la negociación del ALCA - y una descripción del contenido general y las características principales del borrador ("bracketed text" o "texto encorchetado") del Acuerdo aprobado en Noviembre de 2003. Posteriormente, se expondrá en detalle el contenido general y particular del *draft* del Capítulo de Acceso a Mercados, así como también las interrelaciones de su agenda con la de otros Grupos de Negociación, especialmente con el Grupo de Negociación sobre Agricultura (GNA) y el del Grupo Consultivo sobre Economías Más Pequeñas (GCEP).

Se presentarán, por último, los temas centrales del borrador del Capítulo de AM según su última actualización, subdividido en sus tres componentes principales, a saber:

Desgravación Arancelaria: Modalidades y Plazos de Desgravación, Arancel Base para la Desgravación, Plazos Diferenciales, Salvaguardias, Regímenes Especiales; etc.

Medidas y Restricciones No Arancelarias: Restricciones a la Importación; Impuestos a la Exportación; Procedimientos de Notificación; Otras Medidas y Restricciones; etc.

Régimen de Origen y Procedimientos Aduaneros: Criterios que determinan el Origen; Certificación y Emisión de Certificados; Criterios que confieren Origen; Contenido de Valor Regional; Régimen General y Requisitos Específicos, etc.

Las presentaciones estarán basadas en dos ejes principales:

- a. El posicionamiento de Bolivia en la negociación del ALCA - desde el punto de vista de los frentes de negociación externa del país -
- b. Los puntos centrales de la agenda del GNAM

Y estarán focalizadas en las siguientes cuestiones:

- Características principales y diferencias entre las distintas propuestas de modalidades de desgravación
- Ventajas y desventajas de cada modalidad de desgravación
- Tratamientos diferenciales: Identificación y *trade-offs*
- Modalidades de desgravación y pérdida de competitividad en mercados con acceso preferencial
- Interacción entre los objetivos de desgravación arancelaria y el desmantelamiento / mantenimiento de las medidas y restricciones no arancelarias
- Interacción entre los objetivos de desgravación arancelaria y el régimen de origen

b. *Ejercicio de juego de roles sobre la negociación de Acceso a Mercados en el ALCA*

Durante cuatro jornadas completas se desarrollará un ejercicio de negociación de Acceso a Mercados en el ALCA - una jornada de estudio y reuniones informales, tres jornadas de negociación -.

La concepción básica del ejercicio será la siguiente:

- La Coordinación entregará un *dossier* con los elementos fundamentales de información para el desarrollo de la negociación y las hipótesis asumidas por el ejercicio.
- Cada uno de los participantes asumirá el rol de una delegación nacional o subregional - representación de bloque subregional -, dependiendo del número de participantes.
- Se distribuirá una agenda de negociación para la primera jornada y se asumirá que durante los tres días de negociación las delegaciones deberán llegar a un acuerdo sobre los puntos principales de dicha agenda.
- La agenda de negociación incluirá tres de los temas de la agenda del GNAM: programa de desgravación arancelaria; medidas de salvaguardia; y régimen de origen y procedimientos aduaneros relacionados con el régimen de origen; así como también sus interrelaciones en el plano de la negociación con el resto de los temas del Capítulo, conforme a los mandatos que (hipotéticamente) determinan que el GNAM deberá alcanzar un nuevo borrador de una parte del texto del Capítulo correspondiente para su elevación al Comité de Negociaciones Comerciales en Octubre de 2003 (esto es, previo a la VIII Reunión Ministerial de Miami).
- Complementariamente, se establecerán hipótesis sobre la interrelación entre el GNAM y las agendas de los otros Grupos de Negociación, así como también sobre el contexto general de la negociación del ALCA antes de la VIII Reunión Ministerial.

c. Herramientas para el diseño de una estrategia de negociación

Sobre la base de la presentación de los temas durante los dos primeros días y del ejercicio de juego de roles, se desarrollarán elementos para la discusión entre los participantes de la estrategia de negociación, en función de los resultados y conclusiones del ejercicio.

Se evaluarán dichos resultados considerando, entre otros, los temas siguientes:

- El posicionamiento de Bolivia en el contexto internacional y regional (hemisférico), referido a sus frentes de relacionamiento externo
- La identificación de los objetivos de la política comercial y su relación con la agenda de negociación hemisférica
- La definición de las posiciones negociadoras
- La identificación de los intereses nacionales
- La determinación de los objetivos de las negociaciones comerciales en los diferentes frentes de relacionamiento externo del país
- La búsqueda de puntos de consenso en el frente interno, intra-gubernamental y con el sector privado y la sociedad civil
- El diseño de una estrategia para las negociaciones comerciales
- Necesidades en el plano institucional: coordinación de las políticas de negociación; implementación, difusión y aprovechamiento de los acuerdos comerciales

Domingo, 2 de mayo**Apertura y Presentación del Curso**

6:00 pm a 6:30 pm	Palabras de Bienvenida y Apertura del Curso <i>Representante de GOB</i> <i>Representante de USAID Bolivia</i> <i>Representante de Chemonics International, Inc.</i> <i>Carl Cira, Director - Summit of the Americas Center (SOAC), FIU</i>
6:30 pm a 8:00 m	Presentación del Workshop: Explicación general de los contenidos del workshop, con referencia específica a la metodología a ser utilizada en la asimilación de la información y en el ejercicio de simulación de la negociación. Distribución del Material de Estudio. Rodolfo Rúa Boiero
Presentación de los asistentes al Workshop	

Lunes, 3 de mayo***El Contexto Internacional y Regional: Interacción entre las negociaciones multilaterales y los procesos de integración regional. La bilateralización del ALCA.***

9:00 am a 10:00 am	La nueva Ronda Multilateral de Comercio: La Agenda de Desarrollo de Doha después de la V Conferencia Ministerial de Cancún – Elena de Di Vico.
10:00 am a 11:00 am	La Agenda de Doha: elementos de interferencia y de sinergia con los procesos de integración económica regional – Elena de Di Vico
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Situación actual y perspectivas de las negociaciones del ALCA - Rodolfo Rúa Boiero.
1:00 pm a 3:00 pm	Almuerzo
3:00 pm a 4:00 pm	La bilateralización de la integración hemisférica: los acuerdos EEUU-Chile y CAFTA – Elementos principales y proyección sobre la situación del Hemisferio - Carl Cira.

El posicionamiento comercial de Bolivia y los frentes de negociación externa

4:00 pm a 5:00 pm	El posicionamiento económico-comercial de Bolivia - Elisa Gallo.
5:00 pm a 5:30 pm	Coffee-Break
5:30 pm a 7:00 pm	Bolivia: el “mapa” de preferencias comerciales y los frentes de negociación externa - Carlos Restaino.
7:00 pm a 8:00 pm	Presentación y Análisis del Tercer Borrador del Acuerdo del ALCA (“bracketed draft text”) – Rodolfo Rúa Boiero.

Martes, 4 de mayo***La Negociación en el ALCA - El Capítulo de Acceso a Mercados***

9:00 am a 10:00 am	El Capítulo de Acceso a Mercados: componentes principales y su significado - Rodolfo Rúa Boiero.
10:00 am a 11:00 am	Desgravación arancelaria: modalidades, ritmos y plazos de desgravación - Carlos Restaino.
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Medidas de Salvaguardia – Elena de Di Vico.
1:00 pm a 3:00 pm	Almuerzo
3:00 pm a 4:00 pm	Medidas y Restricciones No Arancelarias - Estándares y Barreras Técnicas - Liliana Otero.
4:00 pm a 5:00 pm	Régimen de Origen - Procedimientos Aduaneros - Jorge Bardier y Carlos Restaino.
5:00 pm a 5:30 pm	Coffee-Break
5:30 pm a 7:00 pm	Régimen de Origen - Procedimientos Aduaneros (continuación) - Radiografía de las posiciones de las partes - Jorge Bardier.

La Negociación en el ALCA - Interacciones entre el Capítulo de Acceso a Mercados y los otros Capítulos de la negociación

7:00 pm a 8:00 pm	El proceso de negociación y los principales <i>issues</i> de la agenda - Interacciones del GNAM con otros Grupos de Negociación e <i>issues</i> de la agenda de negociación global – Elena de Di Vico.
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Miércoles, 5 de mayo

Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador - JORNADA DE ESTUDIO Y DEFINICIÓN DE LAS POSICIONES NEGOCIADORAS - INTEGRAL

9:00 am a 10:00 am Descripción metodológica del ejercicio:
Balizas (Guidelines); Objetivos del ejercicio de negociación.
Distribución de Roles. Sesión de consultas sobre el ejercicio de
negociación - INTEGRAL

Los participantes dedicarán el resto de la jornada al estudio del material del ejercicio de juego de roles; se suministrará a los cursantes *guidelines* para la realización de un repaso sistemático de los conceptos explicados en la parte teórica y de la información relevante del caso práctico de negociación.

Durante la jornada los participantes identificarán, utilizando la bibliografía disponible y relevando la restante información pública de importancia de acuerdo al rol asignado, determinando la estrategia individual y grupal de negociación a aplicar dentro del ejercicio, en función de la descripción de los intereses que haya identificado para su rol.

La utilización productiva de la jornada permitirá a los participantes realizar el análisis y la evaluación preliminar de la posición de su país, sus potenciales aliados en la defensa de la misma, los eventuales *trade-offs*, así como la definición de las acciones a realizar para alcanzar el objetivo asignado así como la realización de Rondas informales de Negociación con la creación de las alianzas y coaliciones determinadas por los intereses de cada una de las partes.

Los participantes deberán entregar al final de la jornada, por escrito, sus posiciones negociadoras a la coordinación.

Los horarios para esta jornada serán los mismos que para las jornadas anteriores, comenzando las actividades a las 9:00 am y concluyendo a las 8:00 pm, respetándose los horarios de coffee-breaks y almuerzo de las jornadas anteriores.

Los participantes tendrán disponible una sala con mesas para la realización eventual de negociaciones informales.

Los profesores estarán disponibles para consulta a lo largo de toda la jornada.

Jueves, 6 de mayo

Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador - INTEGRAL

9:00 am a 11:00 am	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
1:00 pm a 3:00 pm	Almuerzo
3:00 pm a 5:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
5:00 pm a 5:30 pm	Coffee-Break
7:30 pm a 8:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados

Viernes, 7 de mayo

Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador -INTEGRAL

9:00 am a 11:00 am	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
1:00 pm a 3:00 pm	Almuerzo
3:00 pm a 5:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
5:00 pm a 5:30 pm	Coffee-Break
7:30 pm a 8:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados

Sábado, 8 de mayo***Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador -INTEGRAL***

9:00 am a 11:00 am	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
1:00 pm a 3:00 pm	Almuerzo
3:00 pm a 5:00 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
5:00 pm a 5:30 pm	Coffee-Break
5:30 pm a 7:30 pm	Reunión del Grupo de Negociaciones sobre Acceso a Mercados
7:30 pm a 8:00 pm	Entrega del Capítulo de Acceso a Mercados - Régimen de Origen a la Coordinación

Domingo, 9 de mayo***Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Evaluación del Nuevo Borrador -INTEGRAL***

9:00 am a 10:00 am	Borrador del Capítulo de Acceso a Mercados - Régimen de Origen - Evaluación general del ejercicio
10:00 am a 11:00 am	Presentación de los Participantes Prioridades, Expectativas versus Resultados: Presentación de cada delegación desde su rol.
11:00 am a 11:30 am	Coffee-Break
11:30 am a 1:00 pm	Presentación de los Participantes (continuación) Prioridades, Expectativas versus Resultados: Presentación de cada delegación desde su rol.
1:00 pm a 3:00 pm	<i>Almuerzo de Clausura con Entrega de los Certificados de Asistencia</i>

Annex B – List of Participants

Workshop on Market Access in the FTAA, Cochabamba, Bolivia, May 2-9, 2004

Lista de Participantes

Taller sobre Negociaciones de Comercio Internacional: Acceso a Mercados en el Área de Libre Comercio de las Américas (ALCA)
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